

**MANSFIELD DOWNTOWN PARTNERSHIP
BUSINESS DEVELOPMENT AND RETENTION COMMITTEE**

Thursday, November 17, 2010

5:00 PM

Conference Room C, Audrey P. Beck Building

Minutes

Present: Chair: Steve Rogers, Roger Adams, Brien Buckman, Curt Hirsch, Marty Hirschorn,
Rene Schein

Staff: Cynthia van Zelm

Guest: Howard Kaufman with LeylandAlliance

1. Call to Order

Steve Rogers called the meeting to order at 5:05 pm.

2. Public Comment

There was no public present.

3. Approval of October 27, 2010 minutes

Rene Schein made a motion to approve the September 29, 2010 minutes. Roger Adams seconded the motion. Curt Hirsch noted that the location of the meeting should have said the Partnership office. The minutes were approved with the noted change.

4. Final Review of Committee Charge

Roger Adams thought the revised Committee charge was an improvement over the former charge.

The Committee changed the charge of providing an inventory of businesses to only apply to Storrs area businesses.

Brien Buckman made a motion to approve the revised Business Development and Retention Committee charge and present the recommendation to the Partnership Board of Directors. The motion was seconded by Ms. Schein. The motion was approved unanimously.

Mr. Rogers said the revised charge will give the Committee a clear direction for the coming year.

5. Update on Relocation

Mr. Rogers said the Committee wants to ensure that all current tenants are being given consideration regarding relocation options. He invited Howard Kaufman to provide an update. Mr. Kaufman said that the Leyland team has been working on relocation for some time with the technical assistance of the Partnership's Executive Director and the Partnership's relocation consultant Phil Michalowski. He reviewed the status of relocation.

6. Update on Commercial Leasing

Mr. Kaufman said the Leyland team had recently brought on Charter Realty out of Westport, CT to help them with commercial leasing. He said that Charter has a good track record in retail development and owns or manages several million square feet of retail development. Mr. Kaufman said he will pass along input from the Committee to Dan Zelson, or Peter Elliott at Charter, who are the contacts working on Storrs Center tenanting.

Mr. Kaufman reiterated that there is interest in having a grocery store as part of Storrs Center. Mr. Kaufman said one of the challenges is how to fit a grocery store on the current site.

Mr. Buckman referred to a survey Leyland had done some time ago that indicated people were interested in Panera Bread for Storrs Center. Mr. Rogers and Ms. Schein said people want a good bakery.

Ms. Schein mentioned a good Indian restaurant in Vernon on Route 83 that would be a great option for Storrs Center.

6. Future meetings

The Committee agreed to meet on February 9, 2011. Agenda items will include reviewing construction logistics and current Storrs Center businesses, and reviewing any further comments on the surveys Leyland conducted a few years ago on what people wanted for commercial businesses. Ms. van Zelm passed out a November 14, 2003 summary of issues the Committee had put together about some of the needs of the current businesses as Storrs Center begins construction.

7. The meeting was adjourned at 6:15 pm.